

Message Text

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50

ACTION PM-03

INFO OCT-01 SS-14 ADP-00 AF-04 AID-10 DODE-00 ACDA-10

CIAE-00 INR-10 NSAE-00 RSC-01 NSC-10 NSCE-00 MC-02

ABF-01 RSR-01 L-02 OMB-01 EB-03 /073 W

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R 241537 Z MAY 73

FM AMEMBASSY TRIPOLI

TO SECSTATE WASHDC 0132

C O N F I D E N T I A L TRIPOLI 0712

LIMDIS

E. O. 11652: GDS

TAGS: MASS, LY

SUBJECT: MILITARY SALES

1. J. EUGENE HARRISON, VICE PRESIDENT OF R. F. COMMUNICATIONS INCORPORATED, ROCHESTER, N. Y. SPOKE TO ECONOFF MAY 24. HARRISON NOW NEGOTIATING WITH LIBYAN MILITARY FOR SALE OF TRANSPORTABLE HF COMMUNICATIONS SHELTERS AND ASSOCIATED SPARE PARTS AND VEHICLES. CONTRACT WORTH \$12-14 MILLION AND WOULD REPRESENT ROUGHLY ONE- THIRD R. F.' S ANNUAL PRODUCTION CAPABILITY. HARRISON SAYS IF R. F. PRODUCES EQUIPMENT AND LATER IS DENIED EXPORT LICENSE, THIS WOULD PUSH COMPANY " OVER SURVIVAL LINE." HARRISON RECOGNIZES IMPOSSIBILITY PREDICT COURSE OF LIBYAN- AMERICAN RELATIONS. NEVERTHELESS, HE REQUESTS READING ON LIKELIHOOD OF EXPORT APPROVAL FOR COMMUNICATIONS GEAR AT THIS TIME.

2. R. F. HAS BEEN SUPPLYING COMMUNICATIONS EQUIPMENT TO LIBYAN MILITARY OVER PAST TWO YEARS. THESE SALES HAVE SIGNIFICANTLY INCREASED COMPANY' S BUSINESS VOLUME. R. F. EXPORTS MORE THAN 80 PERCENT OF ITS TOTAL PRODUCTION. BELIEVE AS REALISTIC AN APPRAISAL
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AS POSSIBLE SHOULD BE GIVEN TO THE COMPANY SO THAT
HARRISON CAN DECIDE WHETHER OR NOT TO CONTINUE
NEGOTIATIONS ON THIS NEW AND, TO HIS COMPANY, VITALLY
IMPORTANT CONTRACT.
JOSIF

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NMAFVVZCZ

*** Current Handling Restrictions *** LIMDIS
*** Current Classification *** CONFIDENTIAL

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